



# Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.

The Internal Services Department, Information Technology division (ISD-IT) is requesting to suspend competition to enable the continuation of cabling projects both planned and already started for internal fiber-optical and associated cabling service to County owned and leased buildings.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

The vendor is Teledata Services Company (Teledata) and they are located at 3886 N Anne Ave Fresno, CA 93727-7447. The contact person is Mark Audelo and he can be reached by phone: 559-291-3975 or by email: markaudelo@tscfresno.com.

3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.

The total cost of the acquisition is \$3,450,000 and will be used for a board agreement that will be retroactively effective as of 1/29/2024. The initial term of this agreement will be one year and the total compensation for that year will be \$1,725,000. Should the one optional extension be utilized the second year compensation will add an additional \$1,725,000 to the contract total.

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.

Teledata currently have multiple ongoing critical projects throughout the County. As Teledata has started the work and they also have essential projects scheduled to begin that are crucial to maintaining efficient county operations this suspension is vital to seeing the projects through completion. Teledata have proven that they are reliable, they respond expeditiously, are consistently cost-effective, and produce superior quality work.

5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.

- ☐ In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
- ☐ When the contract is with a federal, state, or local governmental agency.
- ☐ When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
- ☐ When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
- ☐ When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
- ☒ When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.

6. Explain why the unique qualities and/or capabilities described above are essential to your department.

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7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.

Teledata has been the primary provider for internal low voltage work performed at County locations since the late 1980's. They currently have ongoing critical projects throughout the County including, but not limited to, the completion of the Sheriff's Area 2 substation, the completion of cabling to County Administrative Officer staff's office, all cabling in the newly acquired Pontiac building four in preparation for a full departmental move into the building, all new cabling at the Heritage Centre which will soon be the new location for youth and adult psychiatric services and replace those services being rendered on the UMC campus, multiple floors of cable work at the Fresno County Plaza building, and all new cabling to the Old EMS building which will soon house multiple dispatch units and become the new Sheriff's dispatch station. Teledata have historically proven that they respond quickly and maintain efficiency for all projects including remodels, new building cabling, recabling, and various other types of work for user departments countywide. All cabling projects they are involved in are completed timely, correctly, and without any issue. They continue to provide user departments countywide with as-needed services for all fiber-optical issues and are essential to maintaining effective, reliable, and efficient county operations.

Requested By:

Title

I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

rbash 2/29/2024 8:14:59 AM  
Department Head Signature

[✕ Sign] Double click!

mvilanova 2/29/2024 11:54:40 AM  
Purchasing Manager Signature

[✕ Sign] Double click!